

1. Is the regulation with the current matrix of incentives available online?

Yes, the regulation with the current matrix is available on ARB's website and was presented to ARB's Board in June of 2014. A notice of modified text will be issued shortly, but that will mostly address the "Retirement Only" portion of the EFMP program, not the "Retire and Replace" portion of the program which is the subject of this RFP.

2. Would the purchase of a motorcycle which achieves a high fuel economy be allowable as an Alternative Mobility Option?

No, based on the current CARB adopted EFMP Guidelines.

3. Would the purchase of a bicycle be allowable as an Alternative Mobility Option?

The current guidelines does not allow for bicycles as replacements. However, if the proposer believes this may be an effective approach, the proposer may provide it as option for consideration recognizing that the AB 118 EFMP funds will not allow for bicycle replacement, but may considered by the SCAQMD as an option that may be funded from other funding sources.

4. Are the incentive levels locked in?

We must offer the amounts specified in the regulation. Additional monetary or non-monetary incentives may be added from another funding source. In addition, CARB will be monitoring the progress and may increase the incentives as necessary.

5. The RFP mentions that additional funding may be provided. Can more details be provided?

If we receive multiple proposals with innovative approaches, SCAQMD may decide to take multiple proposals to its Board. SCAQMD may consider adding funding that comes from SCAQMD or other sources not related to the AB 118 EFMP program if those multiple proposals would be able to process more vehicles than the currently estimated number of about 280. **In addition, the 10 and 5 percent limits for administration costs and marketing costs do not apply from the other funding sources.**

6. What is the maximum income that someone could earn while qualifying for the moderate income level incentives?

A slide was provided during the meeting that provides the data. The slide is included as an attachment on SCAQMD's website.

7. Could additional funds be added to the incentives?

Yes, the leveraging of existing funding with additional funding is allowed and encouraged. In addition, the administrative cost and marketing cost limits do not apply to other funding sources.

8. If additional funding needs to be provided from the “EFMP+ Up” program, there is concern that it would be a significant additional administrative burden.

ARB’s “EFMP+ Up” program is in an early developmental stage. It is anticipated that no additional application would need to be completed and that the “EFMP+ Up” incentives could be disbursed without a lot of additional burden. The program could be overlaid to work with the existing program. Please provide Scott Rowland of ARB with your contact information and he will forward it to those working on the program so that you can be involved in the process.

9. Will consumers be allowed to go to any automobile dealership or will the dealerships be limited?

It depends upon the proposals that we receive. Many combinations are possible. We are encouraging entities to team up rather than compete. Regardless, it is not limited.

10. Once a proposal is submitted, is the program limited to dealerships identified within the initial proposal?

It will depend on the available funding. One could partner with another dealership and work out an arrangement.

11. Could a dismantler directly pay dealerships for voucher incentives and later obtain reimbursement from SCAQMD?

Yes. However, because SCAQMD is a public agency, it gets audited. SCAQMD reimburses upon receiving an invoice. SCAQMD has to have documentation that an eligible replacement vehicle has been purchased and that the guidelines have been met. SCAQMD has the right to reject reimbursement if the purchase does not follow the guidelines.

12. Would the SCAQMD be open to disbursing the entire \$1.5 million to the contractor and allowing the contractor to disburse it to the vendors?

No.

13. Would the SCAQMD consider a monthly invoice rather than invoices on a per-vehicle basis?

Yes.

14. Would the SCAQMD be open to having the contractor add more funding?

Yes

15. Could EFMP incentives be used for battery packs for other vehicle conversions that reduce emissions?

No. However, battery pack issues and aging electric vehicles are the subject of discussion for future consideration.

16. If a proposal were to unknowingly give the impression that incentives would not be disbursed equally among the three different income groups, would that be harmful to the bidder?

No, we are looking at the overall program. However, information that we obtain from the pilot program will be used to improve the program in the future so that it better meets the intent of the legislature. If fewer incentives are disbursed to the lower income group, the information would be used to try to figure out what can be done to get more incentives to the lower income levels.

17. Has information obtained from the San Joaquin program helped to develop the current program?

Some preliminary data has been received. The San Joaquin Valley APCD recommended higher incentive levels at the ARB Board meeting; however, the ARB will track progress to determine if higher incentive levels are necessary.

18. Would ARB or SCAQMD make a list available of owners of older vehicles that might be candidates for the program?

We would support that as one of the many possible approaches, but we also need to protect the privacy of vehicle owners. So for instance if a proposal identified mailing out flyers to owners of vehicles with a high emitter profile, we could not provide the mailing list directly, but we would have the flyers mailed out to those vehicle owners separately through an arrangement with CARB, BAR, and DMV.

19. Will you specify the criteria for categorizing vehicles as high emitters?

There are no criteria specified in the regulation for categorizing high emitting vehicles. There could be numerous ways to identify or use surrogates for identifying high-emitting vehicles. ARB would prefer that a wider outreach resulting in more cleaner replacement vehicles rather than focusing on the highest emitters. But ARB and SCAQMD will jointly

evaluate whether a proposed protocol for categorizing high emitters would be acceptable. Propose what you think is the most effective approach for implementing the program.

20. Would ARB consider additional vehicle testing to be an administrative cost?

Based on the regulation, anything other than disbursed incentives for vehicle replacement is considered administrative. If additional funding is added to the program from another funding source, that funding is not subject to the EFMP 10% administrative cap.

21. If ARB and SCAQMD retain the right to determine high emitter categorization, and the contractor disburses an incentive but is later told that the vehicle did not meet the high emitter categorization, is the contractor in jeopardy of not being reimbursed for disbursement of that incentive?

The protocol for identifying high emitters will be developed by the contractor, ARB, and SCAQMD before the program is initiated. If the contractor follows the established protocol, there should be no problem.

22. Will income level be determined by W-2? BAR uses self-certification. Will that work?

We have a responsibility, due to the higher incentive levels disbursed through this program, to receive some documentation. The regulation does not specify how income level needs to be determined. Tax returns are the best way to determine income levels, but we recognize that some people may hesitate to share their tax returns. We are open to considering alternative approaches. We may consider other information such as pay stubs if there is a process to confirm the household income.

23. Would SCAQMD prefer to receive a bid from a team?

SCAQMD's preference is a makeup of an individual entity or a team that can perform all of the functions listed in the RFP and provided on slide No. 3 from SCAQMD's presentation.

24. If a team approach is proposed, do you prefer invoicing from individual entities within the team or from one designated entity within the team?

Invoicing from one lead entity would be OK.

25. In the cost proposal component of the RFP, could you elaborate on how you want the costs to be broken down?

If it's on a time and materials basis, SCAQMD needs to know the hourly rates and staff who will charge to the project. We often receive detail that goes down to the technician and clerical levels.

26. Will SCAQMD make a list of meeting participants available to enable follow-up conversations?

SCAQMD plans to make that information available on its website.

27. If someone contacts a dismantler for vehicle scrapping of an operable vehicle, could the opportunity be used to consider that person as a potential participant or does the participant have to be actively solicited?

If that vehicle meets the eligibility provisions of the guidelines and if the consumer is looking to replace the vehicle, we would be open to that consumer's participation.

28. Comment by Participant: It is recommended that consumers deal with financing at the front end of the process rather than later in the process. It would be unfortunate for consumers to have their cars crushed and then find out that they don't qualify for financing.

#### **Questions Received Since the August 5, 2014 Posting**

29. What section in California's Health and Safety Code authorizes the implementation of a pilot Clean Screen Program in California?

California Health and Safety Code Section 44024.5(7)(d) authorizes BAR to implement a pilot Clean Screen Program in California.

30. Will a vehicle scrapper be allowed to sell parts from the vehicles, and if so, which ones?

The EFMP guidelines prohibit the removal of any parts unless specifically exempted per BAR contract. Additionally, no emission-related or drive train parts as defined in Section 2621, Title 13 of the California Code of Regulations (CCR), may be sold. SCAQMD is also requiring that ARB's Voluntary Accelerated Light-Duty Vehicle Retirement (VAVR) Enterprises (13 CCR Sections 2601 *et. seq.*) be followed. Vehicle parts that are not explicitly exempt under Section 2606, Title 13 of the CCR, may be sold if also exempted per BAR contract. Appendix B of the VAVR provisions provides a list of emission-related and drive train components.

31. After one applies for CAP retirement, must one wait for approval and then actually scrap the vehicle before applying for replacement funds through EFMP? The CAP application can be found on the Smog Check website, but is there a separate EFMP replacement incentive application located on the web?

The EFMP (as amended by CARB in June 2014) is a separate program from BAR's CAP. The EFMP includes the scrap and voucher replacement components. A CAP application will not be required to be eligible for a replacement voucher under the EFMP. However, a new application will be required to qualify for scrap and replacement voucher under the current EFMP guidelines.

**Question Received Since the August 13, 2014 Posting**

32. My understanding is that the proposals need to be consistent with ARB's regulation, but I'm not sure if I'm using the most current version of ARB's EFMP regulation.

It is true that the proposals should not conflict with ARB's proposed modified regulation. The most current version has been posted to this site.